



STAFF REPORT SAUSALITO CITY COUNCIL

AGENDA TITLE

Review of the proposal for the installation of solar panels on City Hall and request for City Council authorization to prepare a draft Power Purchase Agreement

RECOMMENDED MOTION

The Solar Committee and Staff recommend the City Council authorize the Solar Committee to prepare a draft Power Purchase Agreement with SolarCity to install solar power panels on City Hall.

SUMMARY

The Solar Committee is returning to the City Council after reviewing the proposals received in response to the City's Request for Proposals (RFP) for the development and operation of solar energy facilities. The Solar Committee recommends a proposal that will achieve the stated objective of the RFP to receive energy at a fixed predictable rate that is lower than the current anticipated rate from PG&E. The proposed rate of the selected Provider, SolarCity, is \$0.158 per kWh for a solar power system that would offset City Hall's energy bill by 79%. The proposed system would reduce the City Hall PG&E bill by \$17,760 annually, resulting in total energy costs for City Hall at an almost equivalent rate to the projected PG&E energy costs if a solar power system is not installed. The solar power system would turn cash positive for the City in the third year of the solar power system, and in the fourth year would pay for the initial negative cash flow in the first two years.

BACKGROUND

On January 9, 2008, the Finance Committee discussed the solar RFP. The discussion included the advantages of pursuing a solar Power Purchase Agreement (PPA), a form of financing the installation of solar equipment without requiring initial investment costs or maintenance costs. The PPA was considered a feasible option with the information available at the time, and the Solar Committee members were advised to continue pursuing the idea for solar energy facilities on City Hall by drafting a RFP for City Council review.

On April 1, 2008, the City Council authorized release of the RFP for the City Hall project, with an option to bid on the Public Safety Facilities project. On April 3, 2008, the RFP was distributed, with a due date of May 16, 2008. Five solar providers responded to the RFP. Three of the providers indicated a solar project financed through a PPA would only be feasible if a joint project were completed for the MLK facilities and

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City Hall. Two of the providers returned proposals for a PPA for City Hall only. None of the providers submitted a bid for the Public Safety Facilities project, as all indicated the construction should be completed first.

On May 23, 2008, the Solar Committee reviewed the proposals and determined that none of the proposals were economically feasible and all would result in higher energy costs for City Hall than the City is currently paying. Of the providers that responded with bids for City Hall only, the proposed solar systems would only provide approximately 50% of the energy needed for City Hall, with the remainder being supplied by PG&E. As a result, these initial proposals would increase the total cost for energy at City Hall, as the City would be paying the cost for the PPA in addition to the cost for the remaining portion of the energy bill to be provided by PG&E.

After reviewing the proposals, the Solar Committee contacted the providers requesting whether the bids could be revised to bring down energy costs for City Hall to an equivalent to what the City is currently paying, thus creating a net zero change in energy costs with the PPA. The Committee received four revised bids, which were reviewed on May 29, 2008. Three of the providers responded that a net zero cash flow in Year 1 of the installation of the solar panels could only be achieved through a joint project for both MLK and City Hall. However, one of the solar providers, SolarCity returned with a significantly reduced bid for the City Hall project only. The Solar Committee concludes SolarCity's revised bid responds to the Committee's fiscal concerns to maintain and decrease energy costs for the City.

PROPOSAL DESCRIPTION

The proposed rate of the recommended Provider, SolarCity, is \$0.158 per kWh, at an escalation rate of 4% for a Power Purchase Agreement with a 15 year finance term. The proposed system would reduce the City Hall PG&E bill by \$17,760, resulting in a total energy cost for City Hall at an equivalent rate to the projected PG&E energy cost if solar was not installed. Based on the proposal, the solar power system would result in a total additional energy cost of \$479 in the first year of the PPA and \$280 in the second year. The solar power system would turn cash positive for the City in the third year of the PPA, and in the fourth year would pay for the initial negative cash flow in the first two years. The proposed solar system size is 79kW/DC using SunPower panels to be mounted on the roof of City Hall and would produce 113,240 kWh annually, which would offset City Hall's utility bill by 79%. The SolarCity cash flow analysis (see **Attachment 1**) details the cash flow for the solar system over a 30-year period. The utility bill savings are provided in detail in the Utility Costs Schedule (see **Attachment 2**), which breaks down the monthly energy that would result from installing the solar system and switching to an A-6 rate schedule with PG&E. The energy consumption assumptions for City Hall utility costs without solar are based on a reduced energy usage for City Hall. An energy audit completed by the Small Business Energy Alliance has indicated the City can reduce City Hall energy consumption by 20,000 kWh annually with the installation of new energy efficient light bulbs. The energy and costs savings recommendations from the Small Business Energy Alliance are provided in **Attachment 3**.

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CLEAN RENEWABLE ENERGY BONDS (CREBS) FOLLOW UP

Since the April 1, 2008 City Council meeting, the Solar Committee has further investigated the possibility of using Clean Renewable Energy Bonds for the City Hall solar project. The Committee has concluded that this option is not fiscally feasible and would impact the City's debt structure. The Committee estimates the annual loan costs for the Clean Renewable Energy Bonds would be greater than both the City's current energy bill and the proposed PPA rate.

FISCAL IMPACT

There is no fiscal impact for the Solar Committee's request to initiate drafting a Power Purchase Agreement with SolarCity. As stated in the proposal description, the PPA would result in a projected negative cash flow of \$479 in Year 1 and \$280 in Year 2, which would then become a projected positive cash flow in the following years. In Year 4, the City would have an approximate positive cash balance of \$1,114, which would cover the initial costs.

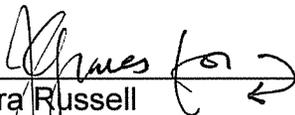
RECOMMENDATIONS FOR COUNCIL ACTION

The Solar Committee and Staff recommend the City Council authorize the Solar Committee to prepare a draft Power Purchase Agreement with SolarCity to install solar power panels on City Hall. The Committee would return to the City Council on June 24, 2008 with a draft agreement and more refined details on the solar power system.

ATTACHMENTS

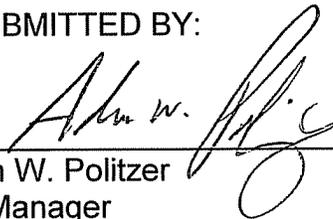
- 1. SolarCity bid for a Photovoltaic (PV) system on City Hall financed through a Power Purchase Agreement
- 2. SolarCity projected utility costs and savings
- 3. Small Business Energy Alliance Energy and Cost Savings Recommendations for City Hall

PREPARED BY:



 Sierra Russell
 Associate Planner

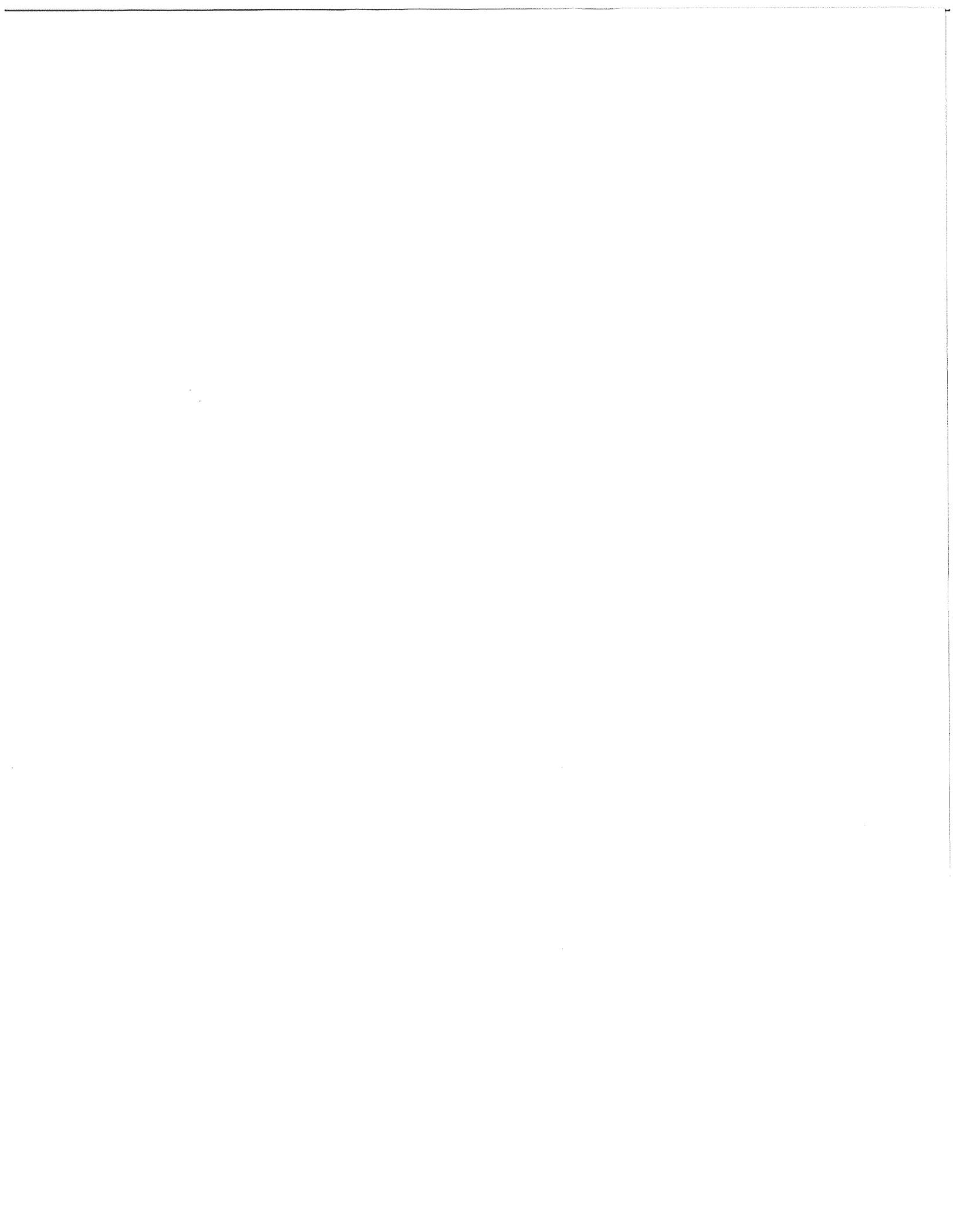
SUBMITTED BY:



 Adam W. Politzer
 City Manager

Solar Committee Members:

- Janelle Kellman, Planning Commission Chair
- Dane Faber, Sustainability Commission Chair
- Richard Fortmann, Sustainability Commission
- Sue Currier, Sustainability Commission





393 Vintage Park Drive, Suite 140
 Foster City, CA 94004
 Phone: 650-638-1028
 www.solarcity.com

Prepared For: City of Sausalito
 Prepared By: Jennifer Jachym
 Date Prepared: 4/29/2008
 Cumulative Savings \$810,435
 Net Present Value \$154,443

Model Assumptions
 System Size in kW DC 79.0
 Annual Energy Production in kWh 113,240
 Annual Savings in Utility Bills \$17,760
 Increase in Utility Rates 5.7%
 Degradation in Annual Production 0.5%
 Increase in Annual Savings 5.1%
 Federal Tax Rate 0.0%
 State Tax Rate 0.0%
 Discount Rate 7.5%
 Cost Per kWh \$0.158
 Escalation Rate 4.0%
 Financing Term in Years 15
 End of Term Buyout Percentage 10%
 Down Payment 0.0%

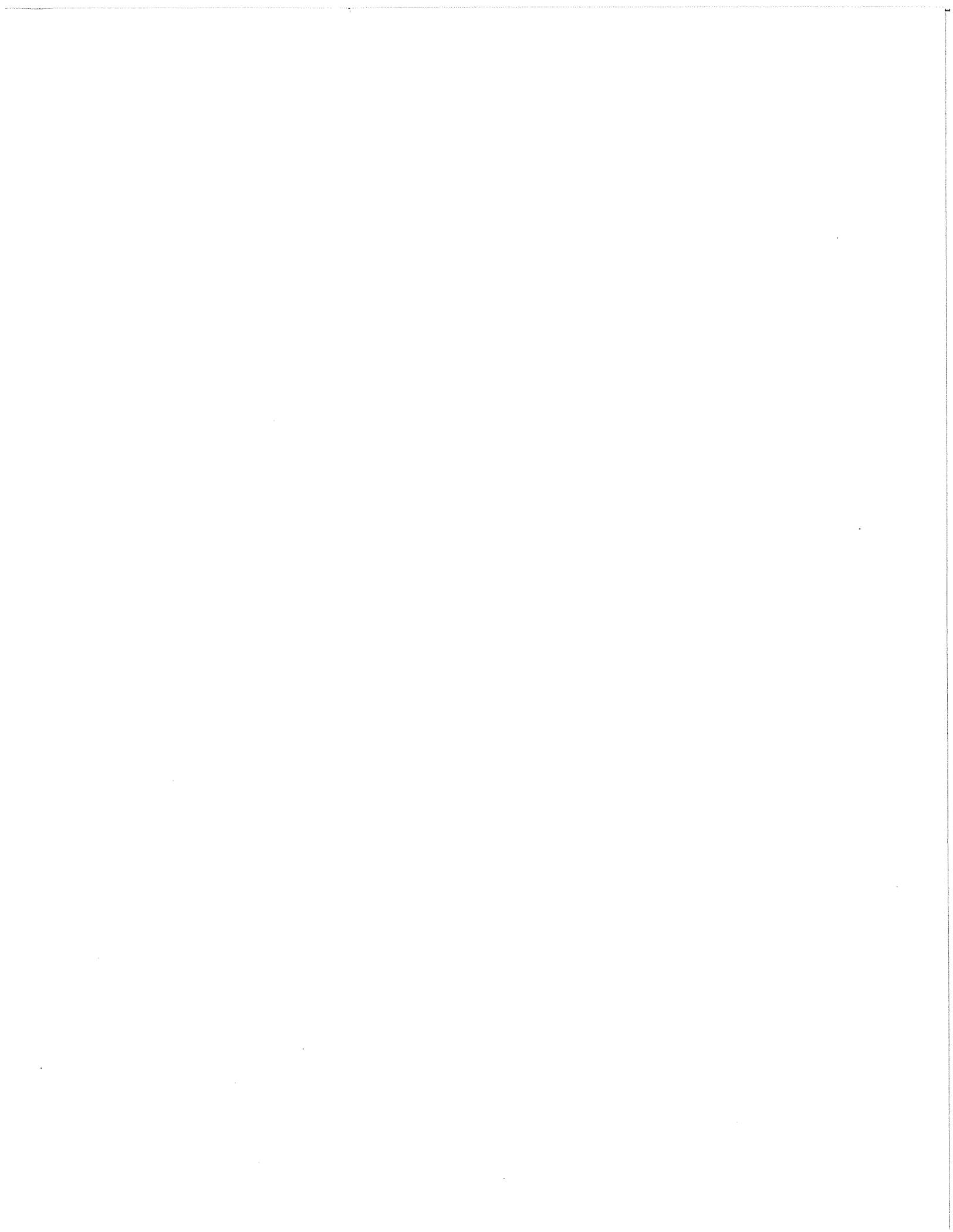
Analysis of Cash Flows of PV System Financed with PPA Sunpower Module Option

Year	Upfront Costs		3rd Party Financing Costs		Utility	Utility Savings Increase in	Depr. Tax Savings		Maintenance Inverter	Total Cash Flow	Discount	Present Value	Current P&E Bill	Total Cash Balance
	Down Payment	Costs	Tax Savings	Buyout			Federal	State						
1		(\$17,835)			\$17,760					(\$75)	0.930	(\$70)	(\$404)	(\$479)
2		(\$16,456)			\$16,678					\$222	0.865	\$193	(\$427)	(\$280)
3		(\$19,096)			\$19,644					\$546	0.805	\$440	(\$451)	\$242
4		(\$19,761)			\$20,659					\$897	0.749	\$672	(\$477)	\$1,114
5		(\$21,157)			\$21,725					\$1,278	0.697	\$1,095	(\$504)	\$2,364
6		(\$21,890)			\$22,847					\$1,690	0.648	\$1,598	(\$533)	\$4,025
7		(\$22,649)			\$24,025					\$2,135	0.603	\$2,287	(\$562)	\$6,130
8		(\$23,432)			\$25,264					\$2,615	0.562	\$3,133	(\$596)	\$8,713
9		(\$24,243)			\$26,565					\$3,133	0.522	\$4,166	(\$629)	\$11,812
10		(\$25,081)			\$27,933					\$3,690	0.485	\$5,391	(\$665)	\$15,466
11		(\$25,947)			\$30,882					\$4,290	0.451	\$6,827	(\$703)	\$19,718
12		(\$26,842)			\$32,469					\$4,935	0.420	\$8,591	(\$743)	\$24,613
13		(\$27,767)			\$34,137					\$5,628	0.391	\$10,731	(\$786)	\$30,199
14		(\$28,723)			\$35,890					\$6,371	0.363	\$13,362	(\$831)	\$36,524
15				(\$55,300)	\$37,732					(\$48,133)	0.338	(\$16,267)	(\$878)	(\$11,656)
16					\$39,667					\$41,700	0.292	\$11,601	(\$928)	\$65,640
17					\$43,636					\$43,835	0.272	\$11,345	(\$1,037)	\$107,285
18					\$46,080					\$46,080	0.253	\$11,094	(\$1,096)	\$151,062
19					\$48,438					\$48,438	0.235	\$10,848	(\$1,168)	\$197,080
20					\$50,914					\$50,914	0.219	\$10,607	(\$1,224)	\$245,462
21					\$53,516					\$53,516	0.204	\$10,372	(\$1,294)	\$296,286
22					\$56,248					\$56,248	0.189	\$10,141	(\$1,366)	\$349,738
23					\$59,119					\$59,119	0.176	\$9,915	(\$1,446)	\$405,909
24					\$62,133					\$62,133	0.164	\$9,694	(\$1,528)	\$464,945
25					\$65,300					\$65,300	0.153	\$9,478	(\$1,615)	\$526,992
26					\$68,625					\$68,625	0.142	\$9,266	(\$1,707)	\$592,199
27					\$72,118					\$72,118	0.132	\$9,058	(\$1,803)	\$660,727
28					\$75,785					\$75,785	0.123	\$8,855	(\$1,908)	\$732,742
29											0.114	\$8,656	(\$2,016)	\$806,416
30														
Total				(\$55,300)	\$1,209,062					\$810,435		\$154,443		

Note: All cash flows represent after-tax cash flows.
 (1) Assumes effective customer tax rate of 0.0%
 SolarCity has used good faith efforts to represent the available tax incentives for solar energy. Your tax situation will impact your ability to benefit from these incentives.
 Please consult your tax advisor regarding your specific tax situation.

ATTACHMENT 1

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SAUSALITO CITY HALL

Utility Bill Offset: 79%

UTILITY COSTS: A-10 RATE SCHEDULE

	KWH USED	ENERGY CHARGES	DEMAND USED	DEMAND CHARGES	METER PER DAY	TOTAL CHARGES	TOTAL \$/kwh
January	13,454	\$1,242	49	\$245	\$122	\$1,610	\$0.120
February	13,694	\$1,264	49	\$245	\$110	\$1,620	\$0.118
March	13,294	\$1,227	49	\$245	\$122	\$1,595	\$0.120
April	15,134	\$1,397	49	\$245	\$118	\$1,761	\$0.116
May	13,214	\$1,604	42	\$370	\$122	\$2,096	\$0.159
June	14,174	\$1,721	42	\$370	\$118	\$2,209	\$0.156
July	13,214	\$1,604	42	\$370	\$122	\$2,096	\$0.159
August	12,814	\$1,556	42	\$370	\$122	\$2,048	\$0.160
September	12,414	\$1,507	42	\$370	\$118	\$1,995	\$0.161
October	13,694	\$1,662	42	\$370	\$122	\$2,155	\$0.157
November	14,414	\$1,330	49	\$245	\$118	\$1,694	\$0.118
December	<u>14,734</u>	<u>\$1,360</u>	<u>49</u>	<u>\$245</u>	<u>\$122</u>	<u>\$1,728</u>	<u>\$0.117</u>
Total	164,248	\$17,474	546	\$3,693	\$1,439	\$22,606	\$0.138

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SAUSALITO CITY HALL

NET ENERGY FLOW IN KWH

Utility Bill Offset: 79%

	ENERGY CONSUMPTION			SOLAR PRODUCTION			NET ENERGY FLOW					
	Peak	Part Peak	Off Peak Total	Peak	Part Peak	Off Peak Total	Peak	Part Peak	Off Peak Total			
January	--	7,400	6,054	13,454	--	3,540	1,515	5,055	--	3,860	4,539	8,399
February	--	7,532	6,162	13,694	--	4,368	1,990	6,358	--	3,164	4,172	7,337
March	--	7,312	5,982	13,294	--	5,589	3,263	8,851	--	1,723	2,720	4,443
April	--	8,324	6,810	15,134	--	7,387	3,599	10,985	--	937	3,212	4,149
May	3,964	3,964	5,286	13,214	5,662	3,449	3,718	12,828	(1,697)	516	1,568	386
June	4,252	4,252	5,670	14,174	5,477	3,251	4,364	13,091	(1,224)	1,002	1,306	1,084
July	3,964	3,964	5,286	13,214	5,912	3,426	4,948	14,285	(1,947)	539	338	#####
August	3,844	3,844	5,126	12,814	5,521	3,160	4,032	12,712	(1,676)	685	1,094	102
September	3,724	3,724	4,966	12,414	4,146	2,616	4,170	10,931	(421)	1,109	796	1,484
October	4,108	4,108	5,478	13,694	3,575	2,610	2,134	8,318	534	1,499	3,344	5,377
November	--	7,928	6,486	14,414	--	3,830	1,478	5,307	--	4,098	5,009	9,107
December	--	8,104	6,630	14,734	--	2,555	1,967	4,522	--	5,549	4,663	10,212
Total	23,857	70,455	69,935	164,248	30,290	45,776	37,174	113,240	(6,433)	24,679	32,762	51,009

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SAUSALITO CITY HALL

Utility Bill Offset: 79%

UTILITY COSTS: A-6 RATE SCHEDULE

	NET ENERGY FLOW				A-6 \$ / KWH				COSTS UNDER A-6 RATE SCHEDULE				
	Peak	Part Peak	Off Peak	Total	Peak	Part Peak	Off Peak	Peak	Peak	Part Peak	Off Peak	Meter Per Day	Total
January	-	3,860	4,539	8,399	--	\$0.13	\$0.11	\$0.11	--	\$512	\$497	\$6	\$1,015
February	-	3,164	4,172	7,337	--	\$0.13	\$0.11	\$0.11	--	\$420	\$457	\$6	\$882
March	-	1,723	2,720	4,443	--	\$0.13	\$0.11	\$0.11	--	\$229	\$298	\$6	\$533
April	-	937	3,212	4,149	--	\$0.13	\$0.11	\$0.11	--	\$124	\$352	\$6	\$482
May	(1,697)	516	1,568	386	\$0.37	\$0.17	\$0.11	\$0.11	(\$625)	\$89	\$173	\$6	(\$357)
June	(1,224)	1,002	1,306	1,084	\$0.37	\$0.17	\$0.11	\$0.11	(\$451)	\$173	\$144	\$6	(\$128)
July	(1,947)	539	338	(1,071)	\$0.37	\$0.17	\$0.11	\$0.11	(\$717)	\$93	\$37	\$6	(\$580)
August	(1,676)	685	1,094	102	\$0.37	\$0.17	\$0.11	\$0.11	(\$617)	\$118	\$121	\$6	(\$372)
September	(421)	1,109	796	1,484	\$0.37	\$0.17	\$0.11	\$0.11	(\$155)	\$191	\$88	\$6	\$130
October	534	1,499	3,344	5,377	\$0.37	\$0.17	\$0.11	\$0.11	\$196	\$258	\$369	\$6	\$830
November	-	4,098	5,009	9,107	--	\$0.13	\$0.11	\$0.11	--	\$544	\$548	\$6	\$1,098
December	-	<u>5,549</u>	<u>4,663</u>	<u>10,212</u>	--	\$0.13	\$0.11	\$0.11	--	<u>\$736</u>	<u>\$511</u>	<u>\$6</u>	<u>\$1,253</u>
Total	(6,433)	24,679	32,762	51,009					(\$2,368)	\$3,487	\$3,594	\$73	\$4,786

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SAUSALITO CITY HALL

Utility Bill Offset: 79%

SAVINGS WITH SOLAR ENERGY

	A-10 COSTS	A-6 COSTS	SAVINGS \$	SAVINGS %
January	\$1,610	\$1,015	\$594	37%
February	\$1,620	\$882	\$737	46%
March	\$1,595	\$533	\$1,062	67%
April	\$1,761	\$482	\$1,279	73%
May	\$2,096	(\$357)	\$2,453	117%
June	\$2,209	(\$128)	\$2,337	106%
July	\$2,096	(\$580)	\$2,677	128%
August	\$2,048	(\$372)	\$2,420	118%
September	\$1,995	\$130	\$1,866	93%
October	\$2,155	\$830	\$1,325	61%
November	\$1,694	\$1,098	\$596	35%
December	<u>\$1,728</u>	<u>\$1,253</u>	<u>\$474</u>	<u>27%</u>
Total	\$22,606	\$4,786	\$17,820	79%

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SAUSALITO CITY HALL

ENERGY FLOW ASSUMPTIONS

Utility Bill Offset: 79%

	ENERGY CONSUMPTION				SOLAR PRODUCTION			
	Peak	Part Peak	Off Peak	Total	Peak	Part Peak	Off Peak	Total
January	0%	55%	45%	100%	0%	70%	30%	100%
February	0%	55%	45%	100%	0%	69%	31%	100%
March	0%	55%	45%	100%	0%	63%	37%	100%
April	0%	55%	45%	100%	0%	67%	33%	100%
May	30%	30%	40%	100%	44%	27%	29%	100%
June	30%	30%	40%	100%	42%	25%	33%	100%
July	30%	30%	40%	100%	41%	24%	35%	100%
August	30%	30%	40%	100%	43%	25%	32%	100%
September	30%	30%	40%	100%	38%	24%	38%	100%
October	30%	30%	40%	100%	43%	31%	26%	100%
November	0%	55%	45%	100%	0%	72%	28%	100%
December	0%	55%	45%	100%	0%	57%	43%	100%
Total	15%	43%	43%	100%	27%	40%	33%	100%

6B





SERVICE ID :

ENERGY AND COST SAVING RECOMMENDATIONS
Customer Report

PRESENTED TO : Sausalito City Hall

Sierra Russell

420 Litho Street, Sausalito, CA - 94965

Phone : (415) 289-4131

Fax :

Report Date : 5/22/2008

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ATTACHMENT 3
(4 PAGES)

ENERGY AND COST SAVING RECOMMENDATIONS

Customer Report

Service ID :

Sausalito City Hall 420 Litho Street, Sausalito, CA - 94965

Contact : Sierra Russell Phone : (415) 289-4131

Fax : Business :

Location	Existing Fixture	Existing Quantity	Retro Fixture	Retro Qty	Retrofit Fixture Description	kW Saved	kWh Saved	Annual Dollars	Project Cost
1st Floor Stairwell	E120/2	1	ELED 2/1	1	LED-Exit 002W LED's from INC 040W 2L - Single Sided - Red color.	0.038	332	\$53	\$75.00
2nd Floor Halls	E120/2	5	ELED 2/1	5	LED-Exit 002W LED's from INC 040W 2L - Single Sided - Red color.	0.190	1,660	\$266	\$375.00
2nd Floor Halls	I50/1	5	CF16	5	MR-16 35W from MR-16 50W - 120V	0.075	211	\$34	\$80.00
2nd Floor Halls	I65/1	5	CF16	5	CFLs 016W 1L from INC 065W 1L - R30 Flood - 2700K - 120V	0.245	611	\$98	\$60.00
2nd Floor Halls	I50/1	17	CF16	17	CFLs 016W 1L from INC 050W 1L - R30 Flood - 2700K - 120V	0.578	1,440	\$230	\$200.00
2nd Floor Halls	I75/1	2	CF16	2	CFLs 016W 1L from INC 075W 1L - Spring Lamp - 2700K - 120V	0.118	294	\$47	\$22.00
Men's/Women's RRS 3rd Floor Halls	I75/1	2	CF16	2	CFLs 016W 1L from INC 075W 1L - Spring Lamp - 2700K - 120V	0.118	294	\$47	\$22.00
3rd Floor Halls	I65/1	18	CF16	18	CFLs 016W 1L from INC 065W 1L - R30 Flood - 2700K - 120V	0.882	2,198	\$352	\$220.00
Conference Room	I75/1	3	CF19	3	CFLs 019W 1L from INC 075W 1L - P30 Flood - 2700K - 120V	0.168	419	\$67	\$45.00
Conference Room	E120/2	1	ELED 2/1	1	LED-Exit 002W LED's from INC 040W 2L - Single Sided - Red color.	0.038	332	\$53	\$75.00
Council Chambers	I75/1	10	CF19	10	CFLs 019W 1L from INC 075W 1L - P30 Flood - 2700K - 120V	0.560	1,396	\$223	\$110.00
Council Chambers	E120/2	2	ELED 2/1	2	LED-Exit 002W LED's from INC 040W 2L - Single Sided - Red color.	0.076	664	\$106	\$150.00
Edgewater Room	I75/1	8	CF19	8	CFLs 019W 1L from INC 075W 1L - P30 Flood - 2700K - 120V	0.448	1,116	\$179	\$90.00
Edgewater Room	I65/1	1	CF16	1	CFLs 016W 1L from INC 065W 1L - R30 Flood - 2700K - 120V	0.049	122	\$20	\$11.00
Edgewater Room	E120/2	2	ELED 2/1	2	LED-Exit 002W LED's from INC 040W 2L - Single Sided - Red color.	0.076	664	\$106	\$150.00
Edgewater Room Kitchen	I75/1	4	CF19	4	CFLs 019W 1L from INC 075W 1L - P30 Flood - 2700K - 120V	0.224	559	\$89	\$50.00
Excercise Room	I75/1	4	CF19	4	CFLs 019W 1L from INC 075W 1L - P30 Flood - 2700K - 120V	0.224	559	\$89	\$50.00
Exterior	I75/1	2	CF16	2	CFLs 016W 1L-Exterior from INC 075W 1L - R30 Flood - 2700K - 120V	0.118	484	\$77	\$25.00
Exterior	I75/1	2	CF16	2	CFLs 016W 1L-Exterior from INC 075W 1L - Spring Lamp - 2700K - 120V	0.118	484	\$77	\$22.00
Historical Museum	I50/1	10	CF14	10	CFLs 014W 1L from INC 050W 1L - R20 Flood - 2700K - 120V	0.360	897	\$144	\$120.00

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ENERGY AND COST SAVING RECOMMENDATIONS Customer Report

Service ID :

Sausalito City Hall 420 Litho Street, Sausalito, CA - 94965

Contact : Sierra Russell Phone : (415) 289-4131 Fax : Business :

Location	Existing Fixture	Existing Quantity	Retro Fixture	Retro Qty	kW Saved	kWh Saved	Annual Dollars	Project Cost
Historical Museum	I40/1	12	CF09	12	0.372	927	\$148	\$140.00
Historical Museum	I65/1	10	CF16	10	0.490	1,221	\$195	\$120.00
Librarian's Office Storage	F41EE	3	F41R	3	0.054	151	\$24	\$195.00
Library	I95/1	4	CF19	4	0.304	758	\$121	\$60.00
Library	I75/1	5	CF16	5	0.295	736	\$118	\$60.00
Library	I50/1	7	CF14	7	0.252	628	\$100	\$90.00
Library	EI20/2	1	ELED 2/1	1	0.038	332	\$53	\$75.00
Library "Staff Only" Room	I75/1	10	CF16	10	0.590	1,470	\$235	\$120.00
Library Upstairs	I50/1	2	CF14	2	0.072	179	\$29	\$30.00
Mike Langford's Office	EI20/2	1	ELED 2/1	1	0.038	332	\$53	\$75.00
Outside Mike Langford's Office	EI20/2	2	ELED 2/1	2	0.076	664	\$106	\$150.00
Parks and Rec. Dept.	I75/1	3	CF16	3	0.177	441	\$71	\$40.00
Parks and Rec. Dept.	I65/1	3	CF16	3	0.147	366	\$59	\$50.00
Parks and Rec. Dept.	I50/1	2	CF16	2	0.068	169	\$27	\$30.00
Parks and Rec. Dept.	EI20/2	2	ELED 2/1	2	0.076	664	\$106	\$150.00
Parks and Rec. Dept. Entrance	I65/1	9	CF16	9	0.441	1,099	\$176	\$120.00

Existing Qty Total: 180 Retro Qty Total: 180 Grand Total: \$3,457.00

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ENERGY AND COST SAVING RECOMMENDATIONS

Customer Report

Service ID :

Sausalito City Hall 420 Litho Street, Sausalito, CA - 94965

Contact : Sierra Russell Phone : (415) 289-4131 Fax :

Business :

Location	Existing Fixture	Existing Quantity	Retro Fixture	Retro Qty	kW Saved	kWh Saved	Annual Dollars	Project Cost
			Retrofit Fixture Description					

Market Sector	General Lighting Only Annual Operating Hours	Compact Fluorescents Only Annual Operating Hours
Office - Small	2,808	2,492

Retrofit Summary Totals					
Retro Qty	kW Saved	Annual kWh Saved	Annual Dollars Saved	Monthly Savings	Total Project Cost
180	8,193	24,873	\$3,979.68	\$331.64	\$3,457.00

TOTAL PROJECT COST : \$3,457.00
 SBEA INCENTIVE : \$3,233.49
 CUSTOMER COST : \$223.51
 SIMPLE PAYBACK PERIOD : 0.1 Years

By completing the recommended energy conservation measures you will save 24,873 kwh/yr, 8.193 kw, and reduce the emission of carbon dioxide (CO2) into the atmosphere by 12,934 lbs/yr.